

Supplementary data for FY2022 2Q
(April 1, 2021 through September 30, 2021)
SEINO HOLDINGS Co., Ltd.

I. Result of Performance

(Millions of Yen)

	FY2022.3 2Q	FY2021.3 2Q	Increase (▲Decrease)	
			Amount	%
Operating revenue	294,954	279,884	15,070	5.4%
Operating income	12,646	9,085	3,561	39.2%
Ordinary income	14,158	11,135	3,022	27.1%
Net income	8,670	6,488	2,181	33.6%

	FY2022.3 July-Sep.	FY2021.3 July-Sep.	Increase (▲Decrease)	
			Amount	%
Operating revenue	146,450	141,801	4,649	3.3%
Operating income	5,689	6,437	▲ 747	▲ 11.6%
Ordinary income	6,234	6,981	▲ 747	▲ 10.7%
Net income	3,688	4,058	▲ 370	▲ 9.1%

II. Performance by Segment

(i) Operating revenue by segment

(Millions of Yen)

	FY2022.3 2Q		FY2021.3 2Q		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	219,636	74.5%	212,052	75.8%	7,583	3.6%
Vehicle sales	49,010	16.6%	43,817	15.7%	5,193	11.9%
Merchandise sales	14,368	4.9%	14,669	5.2%	▲ 300	▲ 2.1%
Real-estate leasing	976	0.3%	926	0.3%	50	5.4%
Others	10,962	3.7%	8,419	3.0%	2,543	30.2%
Total	294,954	100.0%	279,884	100.0%	15,070	5.4%

	FY2022.3 July-Sep.		FY2021.3 July-Sep.		% y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	108,879	74.4%	106,075	74.8%	2,804	2.6%
Vehicle sales	24,257	16.6%	23,282	16.4%	974	4.2%
Merchandise sales	7,348	5.0%	7,752	5.5%	▲ 403	▲ 5.2%
Real-estate leasing	495	0.3%	463	0.3%	31	6.8%
Others	5,468	3.7%	4,226	3.0%	1,242	29.4%
Total	146,450	100.0%	141,801	100.0%	4,649	3.3%

(ii) Operating income by division

(Millions of Yen)

	FY2022.3 2Q		FY2021.3 2Q		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	9,109	72.0%	6,269	69.0%	2,840	45.3%
Vehicle sales	2,671	21.1%	2,085	23.0%	586	28.1%
Merchandise sales	384	3.1%	363	4.0%	21	5.8%
Real-estate leasing	757	6.0%	745	8.2%	12	1.6%
Others	508	4.0%	181	2.0%	327	180.7%
Total	13,431	106.2%	9,644	106.2%	3,787	39.3%
Elimination	▲ 785	▲ 6.2%	▲ 559	▲ 6.2%	▲ 226	—
Consolidated	12,646	100.0%	9,085	100.0%	3,561	39.2%

	FY2022.3 July-Sep.		FY2021.3 July-Sep.		%y/y	
	¥ million	Per revenue	¥ million	Per revenue	¥ million	Per revenue
Transportation	3,886	68.3%	4,683	72.8%	▲ 796	▲ 17.0%
Vehicle sales	1,299	22.9%	1,302	20.2%	▲ 2	▲ 0.2%
Merchandise sales	196	3.4%	188	2.9%	7	3.9%
Real-estate leasing	383	6.7%	372	5.8%	10	2.8%
Others	293	5.2%	123	1.9%	170	138.3%
Total	6,059	106.5%	6,670	103.6%	▲ 611	▲ 9.2%
Elimination	▲ 369	▲ 6.5%	▲ 233	▲ 3.6%	▲ 136	—
Consolidated	5,689	100.0%	6,437	100.0%	▲ 747	▲ 11.6%

III. Operating volume and freight rate(Transportation services)

	FY2022.3 2Q
Operating volume	105.2%
Freight rate	98.3%

IV. Major expenses

(Millions of Yen)

	FY2022.3 2Q	FY2021.3 2Q	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	106,835	102,061	4,773	4.7%
Fuel	8,016	6,051	1,965	32.5%
Depreciation	10,304	9,780	523	5.3%
Chartered truck fee, Commmition fee, subcontract fee	78,047	80,366	▲ 2,318	▲ 2.9%
Tool road fee	3,864	3,728	135	3.6%
Others	75,241	68,809	6,431	9.3%
Total	282,308	270,799	11,509	4.3%

	FY2022.3 July-Sep.	FY2021.3 July-Sep.	Increase(▲Decrease)	
			¥Million	%y/y
Personnel	53,409	50,216	3,193	6.4%
Fuel	4,125	3,199	926	29.0%
Depreciation	5,228	4,972	256	5.2%
Chartered truck fee, Commmition fee, subcontract fee	38,680	39,576	▲ 896	▲ 2.3%
Tool road fee	1,932	1,839	93	5.1%
Others	37,383	35,559	1,824	5.1%
Total	140,760	135,363	5,396	4.0%

Major expense by segment

(Millions of Yen)

	Transportaion	Vehicle sales	Marchandise sales	Real-estate leasing	Others	Estimation	Total
Personnel	94,511	6,402	730	-	5,143	47	106,835
Fuel	7,820	114	3	-	68	8	8,016
Depreciation	9,134	954	30	72	323	▲ 211	10,304
Chartered truck fee, Commmition fee, subcontract fee	78,047	-	-	-	-	-	78,047
Tool road fee	3,864	-	-	-	-	-	3,864
Others	18,098	44,961	19,362	146	9,211	▲ 16,538	75,241
Total	211,477	52,432	20,126	218	14,747	▲ 16,694	282,308

Major expense by Transportation business

(Millions of Yen)

	FY2022.3 2Q	FY2021.3 2Q	Increase (▲Decrease)	
			¥Million	%y/y
Personnel	94,511	90,244	4,267	4.7%
Fuel	7,820	5,911	1,909	32.3%
Depreciation	9,134	8,675	459	5.3%
Chartered truck fee, Commmition fee, subcontract fee	78,047	80,366	▲ 2,318	▲ 2.9%
Tool road fee	3,864	3,728	135	3.6%
Others	18,098	17,660	438	2.5%
Total	211,477	206,586	4,890	2.4%

V. Performance forecasts

(Millions of Yen)

		FY2022.3(E)	FY2021.3	Increase (▲decrease)	%y/y
Operating revenue	semi	294,954	279,884	15,070	5.4%
	FY	607,000	592,046	14,954	2.5%
Operating income	semi	12,646	9,085	3,561	39.2%
	FY	29,500	24,560	4,939	20.1%
Ordinary income	semi	14,158	11,135	3,022	27.1%
	FY	32,100	27,751	4,348	15.7%
Net income	semi	8,670	6,488	2,181	33.6%
	FY	20,500	16,660	3,839	23.0%

VI. Performance forecasts by segment

(i) Operating revenue

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Transportation	semi	219,636	74.5%	212,052	75.8%	7,583	3.6%
	FY	456,036	75.1%	441,090	74.5%	14,945	3.4%
Vehicle sales	semi	49,010	16.6%	43,817	15.7%	5,193	11.9%
	FY	97,000	16.0%	98,333	16.6%	▲ 1,333	▲ 1.4%
Marchandise sales	semi	14,368	4.9%	14,669	5.2%	▲ 300	▲ 2.1%
	FY	29,368	4.9%	31,034	5.3%	▲ 1,665	▲ 5.4%
Real-estate leasing	semi	976	0.3%	926	0.3%	50	5.4%
	FY	1,976	0.3%	1,864	0.3%	111	6.0%
Others	semi	10,962	3.7%	8,419	3.0%	2,543	30.2%
	FY	22,618	3.7%	19,722	3.3%	2,896	14.7%
Total	semi	294,954	100.0%	279,884	100.0%	15,070	5.4%
	FY	607,000	100.0%	592,046	100.0%	14,954	2.5%

(ii) Operating income

(Millions of Yen)

		FY2022.3(E)		FY2021.3		Increase (▲decrease)	%y/y
Transportation	semi	9,109	72.0%	6,269	69.0%	2,840	45.3%
	FY	22,859	77.5%	18,375	74.8%	4,484	24.4%
Vehicle sales	semi	2,671	21.1%	2,085	23.0%	586	28.1%
	FY	4,800	16.3%	4,780	19.4%	19	0.4%
Marchandise sales	semi	384	3.1%	363	4.0%	21	5.8%
	FY	784	2.6%	732	3.0%	52	7.2%
Real-estate leasing	semi	757	6.0%	745	8.2%	12	1.6%
	FY	1,557	5.3%	1,494	6.1%	62	4.2%
Others	semi	508	4.0%	181	2.0%	327	180.7%
	FY	1,008	3.4%	485	2.0%	522	107.6%
Elimination	semi	▲ 785	▲ 6.2%	▲ 559	▲ 6.2%	▲ 226	—
	FY	▲ 1,510	▲ 5.1%	▲ 1,308	▲ 5.3%	▲ 202	—
Total	semi	12,646	100.0%	9,085	100.0%	3,561	39.2%
	FY	29,500	100.0%	24,560	100.0%	4,939	20.1%

VII. Capital investment by segment

(Millions of Yen)

Capital investmen	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Elimination	Total
FY2022.3(E)	25,000	2,500	100	900	500	-	29,000
FY2022.3 2Q	10,732	1,193	10	555	116	▲ 375	12,232
FY2021.3 2Q	17,127	1,287	28	789	163	▲ 587	18,807

VIII. Number of employee and Vehicles

Employee	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2022.3 2Q	26,725	1,887	217	-	1,000	29,829
FY2021.3 2Q	26,457	1,907	210	-	1,029	29,603
FY2020.3 2Q	26,012	1,916	206	-	972	29,106

Vehicles	Transprtation	Vehicle sales	Marchandise sales	Real-estate lesing	Others	Total
FY2022.3 2Q	25,361	-	-	-	-	25,361
FY2021.3 2Q	24,940	-	-	-	-	24,940
FY2020.3 2Q	24,920	-	-	-	-	24,920

IX. Number of new car sales

	FY2022.3 2Q	FY2021.3 2Q	Increase / Decrease
Passenger vehicle	8,494	7,948	546
Truck	2,100	1,697	403

Supplementary data for FY2022 2Q
(April 1, 2021 through September 30, 2021)
Seino Transportation Co., Ltd.(Non Consolidated)

I. Result of Performance

(Millions of Yen)

	FY2022.3 2Q	FY2021.3 2Q	Increase (▲Decrease)	
Operating revenue	129,187	128,887	300	0.2%
Operating income	4,765	3,954	811	20.5%
Ordinary income	4,978	4,712	266	5.6%
Net income	3,068	2,696	371	13.8%

	FY2022.3 July-Sep.	FY2021.3 July-Sep.	Increase (▲Decrease)	
Operating revenue	63,415	64,537	▲ 1,122	▲ 1.7%
Operating income	1,655	3,017	▲ 1,361	▲ 45.1%
Ordinary income	1,777	3,381	▲ 1,603	▲ 47.4%
Net income	1,076	1,933	▲ 857	▲ 44.3%

II. Operating volume

	April - September	July-September
FY2018.3 2Q	2.4%	3.1%
FY2019.3 2Q	▲ 1.9%	▲ 1.7%
FY2020.3 2Q	▲ 1.1%	▲ 1.7%
FY2021.3 2Q	▲ 12.4%	▲ 11.4%
FY2022.3 2Q	6.1%	4.8%

III. Operating revenue by segment

		FY2022.3 2Q		FY2021.3 2Q		%y/y	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	91,644	70.9%	93,192	72.3%	▲ 1,547	▲ 1.7%
	Mini	17,257	13.4%	16,887	13.1%	369	2.2%
	Home delivery	1,277	1.0%	1,927	1.5%	▲ 650	▲ 33.7%
	Moving	269	0.2%	233	0.2%	35	15.1%
	Charter	9,070	7.0%	8,857	6.9%	213	2.4%
	Subtotal	119,519	92.5%	121,098	94.0%	▲ 1,578	▲ 1.3%
Air snd Sea		1,718	1.3%	1,226	1.0%	491	40.1%
Others		7,950	6.2%	6,562	5.1%	1,387	21.1%
Total		129,187	100.0%	128,887	100.0%	300	0.2%

		FY2022.3 July-Sep.		FY2021.3 July-Sep.		Increase (▲Decrease)	
		¥Million	Per revenue	¥Million	Per revenue	¥Million	% y/y
L a n d	Commercial cargo	44,893	70.8%	46,563	72.1%	▲ 1,670	▲ 3.6%
	Mini	8,380	13.2%	8,511	13.2%	▲ 131	▲ 1.5%
	Home delivery	576	0.9%	823	1.3%	▲ 246	▲ 30.0%
	Moving	95	0.1%	101	0.2%	▲ 6	▲ 6.7%
	Charter	4,602	7.3%	4,568	7.1%	34	0.7%
	Subtotal	58,548	92.3%	60,569	93.9%	▲ 2,020	▲ 3.3%
Air snd Sea		863	1.4%	654	1.0%	208	31.8%
Others		4,004	6.3%	3,313	5.1%	690	20.8%
Total		63,415	100.0%	64,537	100.0%	▲ 1,122	▲ 1.7%

IV. Major expenses

	FY2022.3 2Q		FY2021.3 2Q		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	46,605	36.1%	44,618	34.6%	1,987	4.5%
Fuel	2,844	2.2%	2,119	1.6%	724	34.2%
Depreciation	5,594	4.3%	5,238	4.1%	355	6.8%
Chartered truck fee	41,431	32.1%	45,141	35.0%	▲ 3,709	▲ 8.2%
Argent fee	10,938	8.5%	10,472	8.1%	466	4.5%
Commission fee	7,397	5.7%	8,448	6.6%	▲ 1,051	▲ 12.4%
Tool road fee	1,495	1.2%	1,434	1.1%	61	4.3%
Online	570	0.4%	561	0.4%	9	1.6%
Air and sea freight	1,458	1.1%	991	0.8%	466	47.0%
Others	6,085	4.7%	5,906	4.6%	179	3.0%
Total	124,422	96.3%	124,933	96.9%	▲ 510	▲ 0.4%

	FY2022.3 July-Sep.		FY2021.3 July-Sep.		Increase (▲Decrease)	
	¥ Million	Per revenue	¥ Million	Per revenue	¥ Million	% y/y
Personnel	23,249	36.7%	21,657	33.6%	1,592	7.4%
Fuel	1,466	2.3%	1,106	1.7%	359	32.5%
Depreciation	2,813	4.4%	2,633	4.1%	179	6.8%
Chartered truck fee	20,345	32.1%	22,434	34.8%	▲ 2,089	▲ 9.3%
Argent fee	5,361	8.5%	5,220	8.1%	140	2.7%
Commission fee	3,650	5.8%	4,141	6.4%	▲ 491	▲ 11.9%
Tool road fee	743	1.2%	704	1.1%	38	5.4%
Online	284	0.4%	279	0.4%	4	1.8%
Air and sea freight	724	1.1%	534	0.8%	189	35.4%
Others	3,123	4.9%	2,807	4.4%	316	11.3%
Total	61,760	97.4%	61,520	95.3%	239	0.4%

	Fuel Unit Price % y/y	Fuel Use % y/y
FY2018.3 2Q	13.3%	▲ 0.5%
FY2019.3 2Q	21.2%	▲ 3.0%
FY2020.3 2Q	▲ 3.8%	▲ 3.8%
FY2021.3 2Q	▲ 22.0%	▲ 5.2%
FY2022.3 2Q	32.3%	2.0%